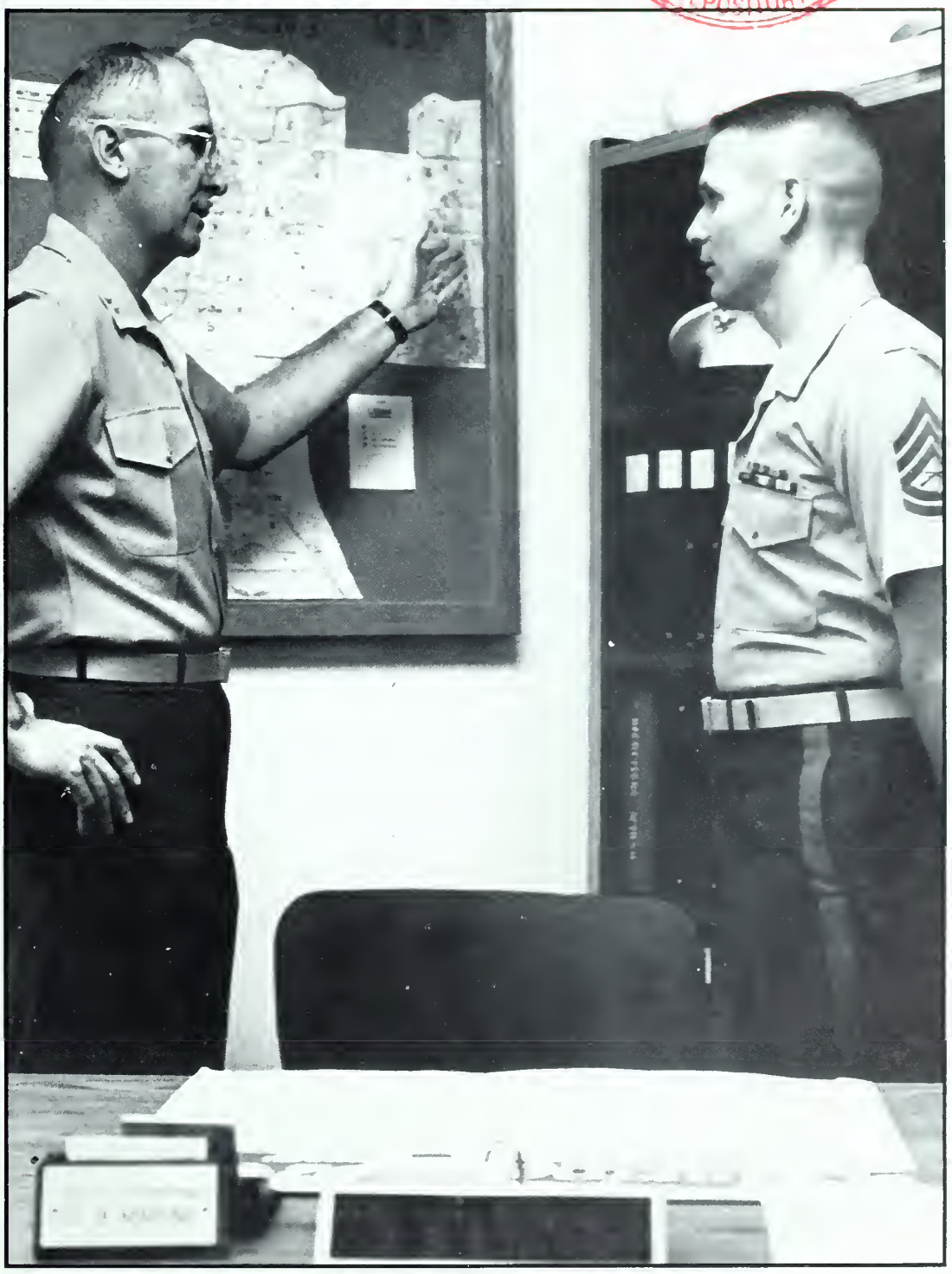
U.S. DEPOSITORY
MAR 16 1992
UNIV. OF FLA. LIB. DOCUMENTS DEPT.

Dixie Digest

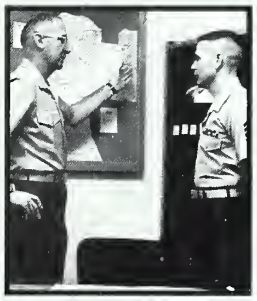
Atlanta, Ga. January 1992



CG Visits RS Jacksonville

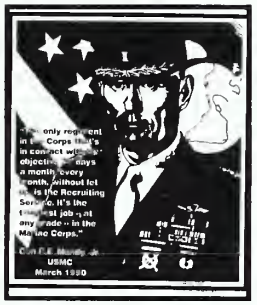
Dixie Digest
Volume 30, No. 1
January 1992

Front Cover



GETTING ORIENTED--*MGen. G.A. Deegan was briefed by GySgt. D.R. O'Connor about his enlistment area during a visit to RS Jacksonville. He also visited RS Fort Lauderdale and RS Orlando. (USMC by Sgt. Tim Shearer)*

Back Cover



CMC --*General Carl E. Mundy, Jr., Commandant of the Marine Corps, states that recruiting is the toughest job in the Marine Corps. (Illustration by Sgt. Melvin Davis)*

Headquarters, 6th Marine Corps District

Commanding Officer: Col. James T. Luken, Jr.
Executive Officer: Col. T.P. Finnerty
Sergeant Major: SgtMaj. L.A. McNemar

Public Affairs / Recruitment Advertising

Public Affairs Officer: Maj. Dan Trout
R.A. Officer: Capt. Doug G. Olsen
Public Affairs Chief: GySgt. JoAnn Benson
Photographer: SSgt. Kenneth M. Dvorak
Editor: Cpl. Sandy Prevatt
Broadcaster: Sgt. Sandy Wilson
Illustrator: Sgt. Melvin L. Davis
R.A. Chief: Cpl. David M. Day

Public Affairs Advertising NCOs

RS Fort Lauderdale: Cpl. Edward Rivera
RS Jacksonville: Sgt. Tim Shearer
RS Macon: Sgt. Timothy D. Seelbach, Sr.
RS Montgomery: Sgt. Leah Gonzalez
RS Nashville: Sgt. J.C. Saris, Jr.
RS Raleigh: SSgt. Alfred Biggs
RS Orlando: SSgt. Rudy Hernandez

Features

Handling Stress 4
Schwalback Wins Top 5
Recruiter Goes Home 6
Three HG's in Six Months 7
Up and Out Policies 8
D.I.'s visit Fort Lauderdale 9
PAR Training Helps 10
Granddaughter Joins Corps 11

Columns

CO's Corner 3
Contact Team Tips 12
RAO Notes 13
Recruiter Honor Roll 14
Recruiter of the Month 15

The Few,

The Proud,

The Marines!

This publication is authorized for members of the military services. It is published monthly, with appropriated funds, in compliance with Marine Corps Order P5600.13E, by the Public Affairs Branch, Headquarters, Sixth Marine Corps District, 1655 Peachtree St., N.E., Atlanta, Ga. 30309-2429 for regular and reserve personnel and units in the Sixth Marine Corps District. The Public Affairs Branch phone number is (404) 347-7569. Contents of the Dixie Digest are not necessarily the official views of, nor endorsed by, the U.S. Government, the Department of Defense or the United States Marine Corps.

XO's Corner

"Quality assurance, contact to contract."

It's a pleasure and privilege to be able to address all of you this month through the XO's Corner. We had a great December and for the first time we had five RS's close out prior to Christmas. The entire quarter was exceptional in both the quality and quantity of new accessions. (Of particular note, our MCRD attrition was 10.4 percent, the lowest level in a long while). Congratulations on an extremely successful month.

There are some topics that we should focus on in the upcoming months. Continue to prospect vigorously and to accept only the very best applicants. In this era of lowered recruiting quotas and poor economic conditions, we can't afford to lose our professional edge in prospecting and sales techniques that have made us so successful. Continue to emphasize quality prospecting and sales.

Quality assurance in the contact to contract and shipping chain can't be stressed enough. The Commanding Officer has recently published guidance emphasizing the NCOIC's critical role in this area.We all must do our part to ensure that quality measures are applied not only to selecting applicants but to screening and processing as well. Complete, accurate, verified documents, prior to enlistment, should be the norm. Applicants need to have sufficient time in the DEP to assure adequate physical and mental preparation for recruit training. Assignment of ship dates to allow grads a reasonable amount of DEP-to-ship time must be taken into consideration.

On the officers side of the house, our OSO's have a challenging requirement especially in their minority mission. Complete cooperation and a steady flow of quality referrals to the OSO's are essential to ensure the District's minority mission is made with the best quality applicants. Programs to stimulate communication and referrals from our enlisted recruiters to the OSO's and vice versa can be the difference between success and failure.

Finally, I'm looking forward to the Commandant's visit. It will be a real honor to have Gen. Mundy visit the District. He will be at the District HQ on January 23. Keep up the great recruiting and continue to emphasize DEP-Ship-Graduate for all your enlisted and officer candidates.

Semper Fidelis,

T. P. FINNERTY
COL. USMC

Congratulations on a job well done!

Handling Stress the Recruiter Way

Story by Sgt. John C. Saris, Jr.
PAANCO, RS Nashville

Stress is a topic recruiters have to face from day-one of Recruiter School to their last day of production. Countless books are published and thousands of doctors make a fortune speaking at seminars on their formulas for stress reduction. Rather than forcing another outsiders' theory on our recruiters, let's go inside for something a little closer to home.

We all know how things roll down hill so lets start at the top.

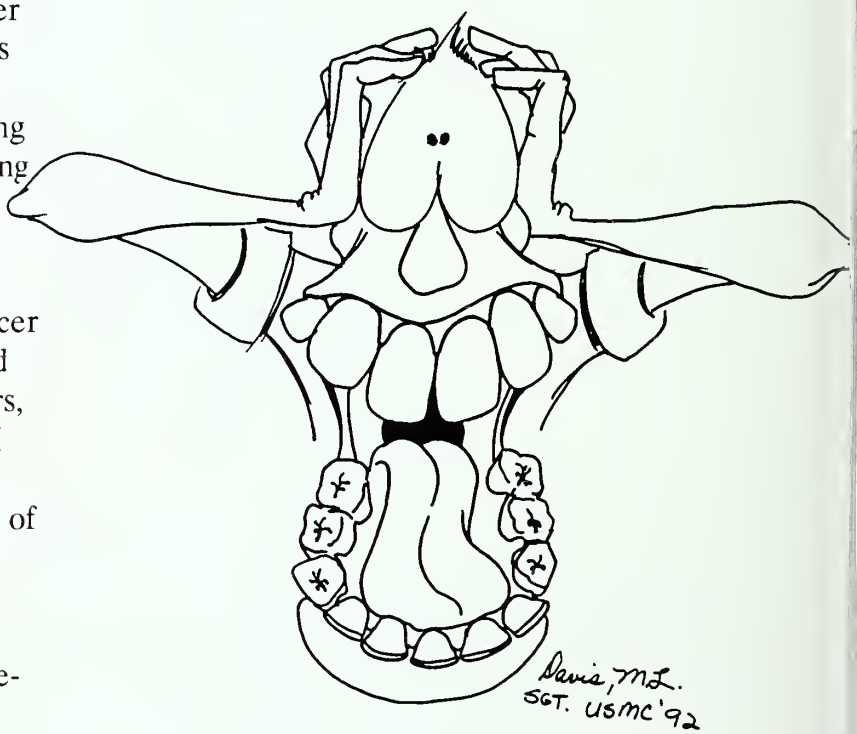
Maj. E. G. Pino, commanding officer RS Nashville, "my top three stress inducers are unprepared shippers, current month attrition, and inconsistency in the processing chain." Solution: "Every time I start feeling my stress level rise, I P.T. That can definitely happen more than once a day," said Pino.

1stLt. Paul Morgan, operations officer RS Nashville, "my stressors are short-fused requests from District, unprepared shippers, and current month attrition." Solution: "I reduce my stress through quality time with my family. I leave the problems and stress of work at work," said Morgan.

GySgt. Donald Godbee, NCOIC of RSS Murfreesboro, Tenn., "the top three stressors for me are, the fluctuation of criteria for P.I., recruiter's wives whom cannot handle new hours, work ethic, or work environment, and the furious competition." Solution: "For the last three or four years I have handled my stress by looking around daily at the less fortunate and remind myself of how lucky I am. Since stress to me is so psychological, I just try to turn it around," said Godbee.

Sgt. Michael McGuire, recruiter, RSS Chattanooga, "I would have to say that the top three stresses are quota, fear of the unknown in regards to acceptance at high schools, and lack of time." Solution: "I surround myself with my more enthusiastic poolees and I draw off of their motivation," said McGuire.

Because stress is unique to the individual, the solution to that stress will always remain unique. Nobody is saying that the pro's are wrong, but the rookies have some good ideas too.



Systematic Recruiting Wins Top Honors

Story and photo by
Sgt. Tim Shearer
PAANCO, RS Jacksonville

TIPS PAY OFF--*Sgt. Jon Schwalback utilized the systematic recruiting system taught during Recruiter's School.*

"Recruiting is easy if you look at it simplistically," said Sgt. Jon Schwalback, RS Jacksonville's Recruiter of the Year for FY-91. "All you have to do is work half days. It doesn't matter if its the first 12 hours or the second 12 hours, just work half a day."

Schwalback recruited a platoon of Marines in 1991, writing 48 contracts to capture top honors. This puts him halfway toward the coveted, "Centurion Award", and makes for a tough act to follow for his remaining two years on recruiting duty.

"Coming out of Recruiter's School I thought that Systematic Recruiting was just plain too easy to work," he said. "I mean, if it worked everyone would be successful. The funny thing is that it does work, but you have to be persistent, set goals and work until you achieve them."

Schwalback's hometown, Daytona Beach, is 30 miles from Deland. While this has helped him establish rapport with the community, it is his work habits that his noncommissioned officer in charge attributes his success to.

"We were short a recruiter when Sgt. Schwalback checked in, and I was working the Deland area," said MSgt. Dan Cannon, NCOIC of RSS Daytona Beach. "I spent a couple of days showing him around and snapping him in. He was chomping at the bit to start working and hasn't stopped."

Schwalback joined the Corps in October, 1982. He has spent his entire time in the infantry, which helps him explain the Marine Corps to prospective applicants, but he realizes to be well-rounded you have to know the whole picture.

"I subscribe to Navy Times and the Marine Corps Gazette to stay current on what's happening in the Fleet," he said. "I have to be able to give straight scoop to applicants, whether it's about the grunts or aviation."

Giving straight scoop sometimes means being brutally honest with applicants. "I've lost some contracts from giving straight scoop," said Schwalback. "But, in the long run it has paid off. This has kept me from writing some contracts that may have ended up as discharges; you can't sugar-coat the Marine Corps just to get somebody to sign-up. There are so many good points about becoming a Marine, that if someone needs to be 'babied' into joining, we really don't need them."

"Sgt. Schwalback is a straight-forward individual who wants to make good Marines," said Private First Class Dan Gallogly, who graduated from boot camp Oct. 18. "I realize now how little things he does and how he carries himself reflects on the Marine Corps. He stands out and makes people know the Marines are a special breed."

Recruiter Goes Home to find a Few, Proud Marines

Story and photo by Sgt. Leah Gonzalez
PAANCO, RS Montgomery

Many Marines heading out to the recruiting field think they can probably do their best job if only they were sent back to their hometowns.

At home, there are childhood friends who have made good in businesses of their own, and teachers, counselors and principals from days gone by who now may be able to help a recruiter in the search to find those future Marines.

SSgt. Brenda K. Valentine was no different, and through a bit of luck, was able to return to her hometown of historic Selma, Ala. She is recruiting from the very office she was recruited out of in 1979.

Selma, known as one of the pivotal points in the struggle for civil rights, is a small town with a large black population. And although it's pictoral, with manicured lawns and a well-kept downtown area, Selma is for the most part economically depressed.

"Since I'm in a low-education area, I stay out there a lot and utilize my sales skills to the utmost to attract those IIIAs," said Valentine.

When considering the advantages of being a hometown recruiter, Valentine brings up the ability to work relationships with counselors much more quickly. "I bring my yearbook with me and show them my senior picture because a lot of folks don't believe me at first. After that, the recruiting path is a lot easier."

A 3.6 recruiter, Valentine also finds handling her future Marines not as much of a challenge as it could be because she's familiar with the types of people in the area. She finds it easy to meet their personalities and attitudes. "I try to get along well with all kinds of people, although I have to be versatile. Some of my poolees even look at me as a mother figure."

BACK AGAIN--*SSgt. Brenda K. Valentine calls an applicant in her home town of Selma, Ala.*

However, even the most motivated of recruiters find it hard to meet all needs, all the time, and Valentine isn't an exception. "On the other side of dealing with my future Marines, I find that they keep me motivated. Of course, my husband, John and daughter, Jazzma move me along when I need a push," said Valentine. "I'm fortunate in that John is a former Marine, so he can understand where I'm coming from. I find that support is my key to success and survival out here."

Relying on supporting arms to help her in recruiting efforts, Valentine has drawn up some goals for herself in addition to her already heavy load. "My number one goal is to pick up rank, since I have some broken time," said Valentine. "However just as important, I want to prove that there is quality here in Selma. And someday, I want to sit back as a sergeant major and see one of my former poolees come in as a sergeant and say 'thank you.'"

And although recruiting is never easy, Valentine considers herself to be fortunate for where she's at. "When I first got here, there were some battles, but recruiting here has become a lot more successful than I could have ever expected.

Three Honor Grads in Six Months for Sumner

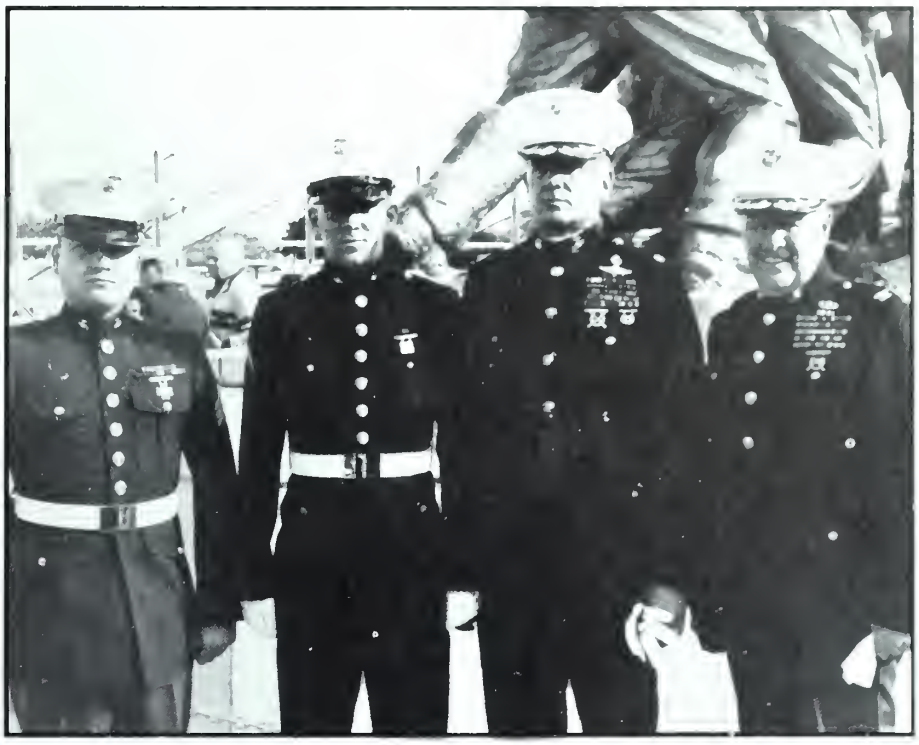
Story and photo by
SSgt. Alfred Biggs
PAANCO, RS Raleigh

In mid-December PFC Micah D. Ing graduated from recruit training as the honor graduate for Platoon 2124 "G" Co., 2nd Recruit Training Battalion. Ing was recruited by Sgt. Robert D. Sumner, Jr., RSS Ashville. This marked Sumner's third honor graduate in the past six months.

According to Maj. D. W. Price, commanding officer of RS Raleigh, "It's important for the NCOICs and recruiters to prepare their future Marines, both mentally and physically for the rigors of recruit training. Not only prepare them to complete training but to do exceptionally well. Sgt. Sumner has done this really well these past few months."

Sumner shared one way he prepares his future Marines, "I tell everyone I ship to Parris Island that they have the potential to be the honor graduate for their platoon. I tell them that because I really believe it's true. All they have to do is put forth 100 percent effort from the moment they arrive, until they graduate."

For Ing, the feat was probably a little less incredible, although no less arduous. Ing's father is retired Marine, Maj. Gary R. Ing, who completed recruit training at Parris Island in 1966. His grandfather, retired Marine Col. Herbert E. Ing, III, graduated from Parris Island in 1939. Both were on hand to see Ing graduate.



THREE GENERATIONS--*(left to right) Sgt. Robert D. Sumer attended the graduation of PFC Micah D. Ing, a third generation Marine. Also attending the graduation was his father, retired Maj. Gary R. Ing and his grandfather, retired Marine Col. Herbert E. Ing*, III.

"Sgt. Sumner challenged me to be the honor graduate when I left for Parris Island," Ing said. "He gave me advice on what to expect and then said he expected to be at Parris Island to see me graduate as the honor man."

Sumner said that even though Ing's father and grandfather were retired Marines who had been through Parris Island themselves, a lot has changed at recruit training since then.

"There are always going to be changes to make the training better," Sumner said. "I try to keep as up-to-date as possible with the changes so that I can better prepare my future Marines for what to expect. So far it's paid off."

Policies in Effect for Transfer to FMCR

The following retention and transfer to the FMCR policies are effective immediately and will be incorporated into the next changes to or revision of MCO P1040.31F and MCO P1900.16D.

Sergeants with less than 13 completed years of service who twice fail selection for promotion will not be allowed to reenlist or extend their term of enlistment. Those who have failed selection once, have a competitive record and who come up for reenlistment before they are considered a second time for promotion will only be allowed to extend their current enlistment until the results of the staff sergeant selection board are announced. Those who have failed selection once and do not have a competitive record will not normally be granted further service at their EAS.

The service limit for staff sergeants regardless of the number of times they have failed selection, will remain at 20 years. Those staff sergeants who do not maintain a minimally acceptable level of performance, however, are subject to denial of further service prior to completing 20 years of service.

Gunnery sergeants (those not in a select grade status to master sergeant/first sergeant) will only be allowed to reenlist or extend for a period that does not take them in excess of 20 years of active service. Gunnery sergeants who have twice failed selection to master sergeant and have 20 years of active service will be required to transfer to the FMCR at their EAS. Service beyond 20 years up to the 22 year service limit will be approved on an extension basis only for those gunnery sergeants who have not twice failed selection to master sergeant. Gunnery sergeants who have twice failed selection, are reaching their EAS, and are approaching or beyond 20 years of active service must submit their request for transfer to the FMCR.

Master sergeants/first sergeants who have twice failed selection and have completed at least 22 years of active service, will be required to transfer to the FMCR at their EAS. Master sergeants and first sergeants who have failed selection once and come up for reenlistment before they are considered for the second time may only extend their current enlistment until the results of the selection board are announced. Master sergeants/first sergeants who have 22 or more years of active service, have twice failed selection, and are reaching their EAS must submit their request for transfer to the FMCR.

The following is provided for clarification: the selection failures need not occur after the date of this bulletin (i.e., selection failures that occurred prior to the date of this bulletin are considered selection failures for the purpose of the above policies). These Marines will be in the above zone when being considered by the 1992 selection boards.

Marines affected by the above policies (sergeants, gunnery sergeants, and master sergeant/first sergeants who have failed selection two or more times) will be allowed to continue to compete for selection in the above zone provided their EAS occurs after an upcoming selection board. Those whose EAS occurs before or during the selection board will not be extended to compete for selection.

Further service is no longer a sure thing. Those desiring to remain must keep themselves competitive.

EDITORS NOTE: The above article was extracted from ALMAR 325.91

DI Visits Fort Lauderdale

Future Marines Learn What to Expect at P.I.

Story and photo by Cpl. Edward Rivera
PAANCO, RS Fort Lauderdale

In keeping with the holiday spirit, RS Fort Lauderdale, gave its future Marines an early Christmas present. But it wasn't delivered by Santa.

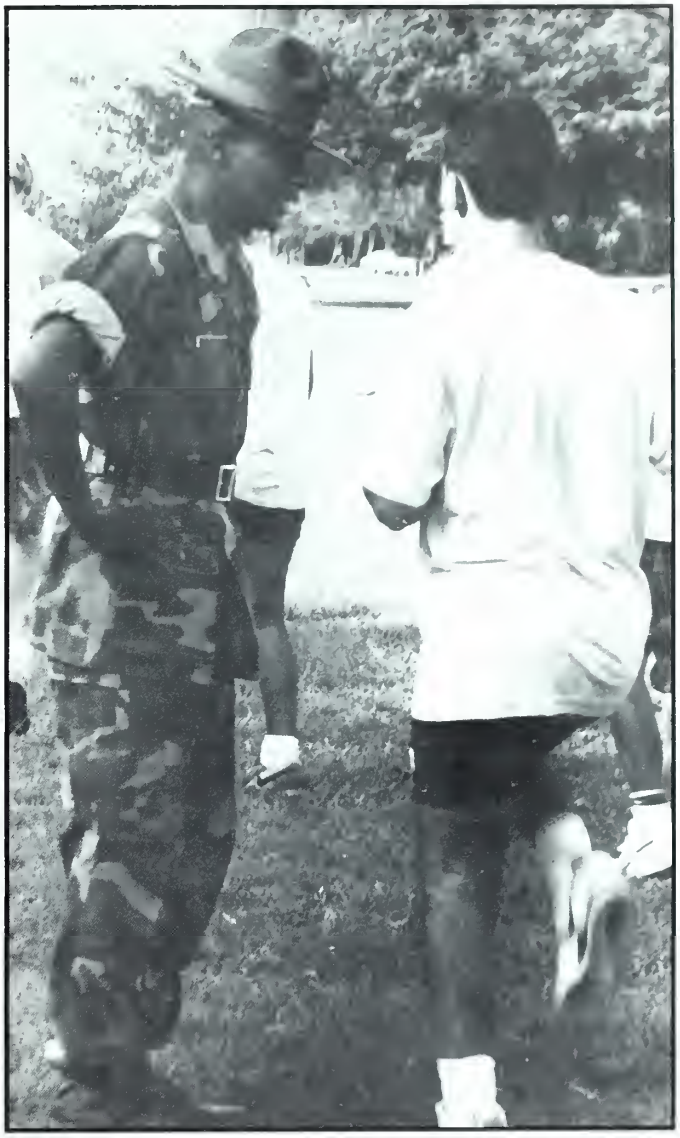
Their present: a preview of basic training came to them from Marine Corps Recruit Depot, Parris Island, S.C., via two Drill Instructors. Senior Drill Instructor, Sgt. G. E Stubbs and DI Sgt. H. J. Bell. The sergeants spent a week talking to and educating the anxious young men and women about Recruit Training at Parris Island.

Throughout the Drill Instructors week at RS Ft. Lauderdale, they attended Pool functions and worked along side recruiters from nine of Fort Lauderdale's 10 sub-stations. They not only provided a proof source for the Marine Corps, but provided a different view of the Marine Corps than the recruiters.

"I was skeptical about their value to the recruiting effort," said MGySgt. Philip M. Myers, NCOIC of RSS South Dade, Fla. "I was very surprised and pleased with the outcome. During high school visits, students that would not normally talk to a recruiter were getting involved and asking questions about the Corps."

According to Sgt. Adolph Sotomayor, RSS Miami recruiter, the DI's drew a great deal of attention at the school and made positive contacts with both students and faculties.

But, after the school visits were done, the attention of the sergeants was turned to the future Marines in the Delayed Entry Program. Here was where they held no punches and told the poolees what was expected of them at Parris Island.



P.T. TIME--*Sgt. G.E. Stubbs conducts a P.T. session with poolees during their visit to Fort Lauderdale to show them what it's like at Parris Island.*

"The Drill Instructors provided the poolees, with a crash course on basic training," said Sgt. John Matos, South Dade recruiter. "Now when the applicants arrive at Parris Island, they know first hand what they have to do to become Marines."

PAR Training Helps New Recruiters

Story and photo by
Sgt. Timothy D. Seelbach, Sr.
PAANCO, RS Macon

After 12 weeks of training at Marine Crops Recruit Depot San Diego, new recruiters may feel overwhelmed by the amount of knowledge they are expected to have absorbed. Let's face it, there's a lot to learn before a Marine can be considered qualified to put people in the Corps.

But those new recruiters aren't "thrown directly into the fire" after Recruiter School. Proficiency and Review Training held at the Recruiting Station helps re-acquaint recruiters with the basics of recruiting after two weeks to a month in the field "getting their feet wet", according to MSgt. Larry C. Hughes, RS Macon Recruiter Instructor.

"We strive to operate everything by a standard. That standard being good systematic recruiting," Hughes says. "That standard is initially implemented through PAR Training."

"PAR Training was a big-time refresher," says SSgt. Ron Clemmer who went through the course in October. "It's amazing how much you can forget in 30 days."

Recruiting Station Macon has recently begun bringing recruiters from the field back in for refresher training.

Other "seasoned" recruiters from the field have also attended the training to serve as proof sources to new recruiters, according to Hughes. Macon has also started including an RSS NCOIC in each class to show them what is being taught and give the NCOIC an opportunity to exercise his instructor skills.

"We look at the Marines who come back to PAR Training to determine the effectiveness of our efforts and so far, it's working," Hughes says.

The training is a five-day evolution. Recruiters are immediately made aware of the RS Macon goal -- to execute the most effective way to make contracting and shipping mission. At the end of the first day, students take a PAR inventory exam. The Recruiter Instructor Section then evaluates the results to serve as a guide during the class and look for trends.

New recruiters are briefed from each support section insuring that they understand how the RS is run, according to Hughes. The rest of the class is broken down into two major areas.

The first area is a complete review of systematic recruiting emphasizing planning, screening, prospecting and the working file.

The second major area is sales. This portion of the class includes Professional Selling Skill III, benefit tags and all related sales tools. The sales portion encompasses academic review and practical application, according to Hughes.

"We do some role playing and live exercises," Hughes says. "This portion is completed with a field exercise that includes telephone calls, area canvassing and home visits."

After the classes recruiters return to their offices ready to hit the streets. PAR evaluations are held one, three, six and nine months after the training.

"You get all the little pieces at Recruiters School then PAR Training brings them together," Clemmer says.

BASIC RECRUITING--*PAR training is conducted after two weeks to a month in the field to re-acquaint recruiters with the basics.*

Granddaughter joins Marines 43 Years After Grandmother

Story by SSgt. Rudy Hernandez
PAANCO, RS Orlando

In today's Marine Corps, one usually enlists for four to six years. But, when Eleanor Simmons joined the Corps, she enlisted for the duration...

The 80-year-old former Marine entered the Marine Corps Ready Reserve on Nov. 15, 1943 because she wanted to help out during the war. "My brother was in the Army and my sister was getting married..I didn't want to be alone," says Simmons.

Things were different back then, she says. "I was obligated to stay in the Corps six months after the war ended. I didn't mind though, the Corps was a good outfit. We had comfortable living conditions and I could walk to where I worked, at Eighth and I streets."

"I wanted to learn the discipline I knew the Corps could teach me," said the new Marine.

Simmons was one of the first 14 women assigned to Headquarter Marine Corps. She was an instructor at the Marine Corps Institute where she would correspond with Marines all over the world and graded the courses administered through the mail.

Simmons is as proud as anyone that wore the Marine uniform. But she's delighted that her granddaughter, Private First Class Larissa Simmons, graduated from bootcamp Nov. 15, 1991, exactly 43 years after she did.

TWO GENERATIONS--*PFC Larissa Simmons graduated from Parris Island exactly 43 years after her grandmother, Eleanor Simmons. (photo by Cpl. D.M. Keegan)*

The younger Simmons entered the Corps for different reasons than her grandmother. "I wanted to learn the discipline I knew the Corps could teach me," says the new Marine.

Larissa is currently at Coronado, Naval Amphibian Base in San Diego, Calif., undergoing her training in logistics.

Contact Team Tips

Objections are a Sign of Interest

By MGySgt. Lee Bailey
6th MCD Contact Team

Do you begin to worry when prospects raise objections? Don't let them faze you! You can even welcome objections, they are a sign of interest. Uninterested prospects wouldn't bother to raise an objection.

Objections are what a good recruiter lives for, because he knows there is rarely an objection of any kind that can't be overcome if a determined, well-informed recruiter really puts his or her mind to it. Once you've successfuly handled the objection, you're in an excellent position to close.

Some objections are just a convenient excuse to postpone action. Other objections are a smokescreen, they cover up the real objection that the prospect hasn't mentioned. As you start to handle objections like these, be alert! Keep your eyes open for indications of what the real objection may be, the real reason why your prospect isn't willing to become a Marine. That's the objection that has to be overcome, not merely the superficial one that they have complained about.

Other objections merely reveal a misunderstanding of the facts you are trying to present. Further clarification and explanation will eliminate them entirely.

Never let objections fluster you. If the prospect is willing to give you an interview, you can safely assume that they are at least mildly interested. Treat objections as questions, a desire for further information. Not as a roadblock that might prevent you from closing the sale.

When prospects raise an objection, they are revealing to you a reason for not buying. It's the kindest thing that they could possibly do. Once you have removed the barrier, isn't it the most natural thing in the world to expect that they will be ready to enlist? If, instead they raise another objection, answer that one too.

If they raise still another one, call a halt and face the issue squarely. Tell them something like this, "I want to clear up every objection that you can possibly have, but are the objections you've raised actually the real reasons you're not ready to enlist? Won't you tell me the real reason and give me a fair chance to answer it?"

Objections are signposts that point out where to direct your efforts. They show you what has to be done before the prospect will be ready to say "Yes".

It's not what you know about selling that counts, it's what you do to sell.

Marines on Cable Television

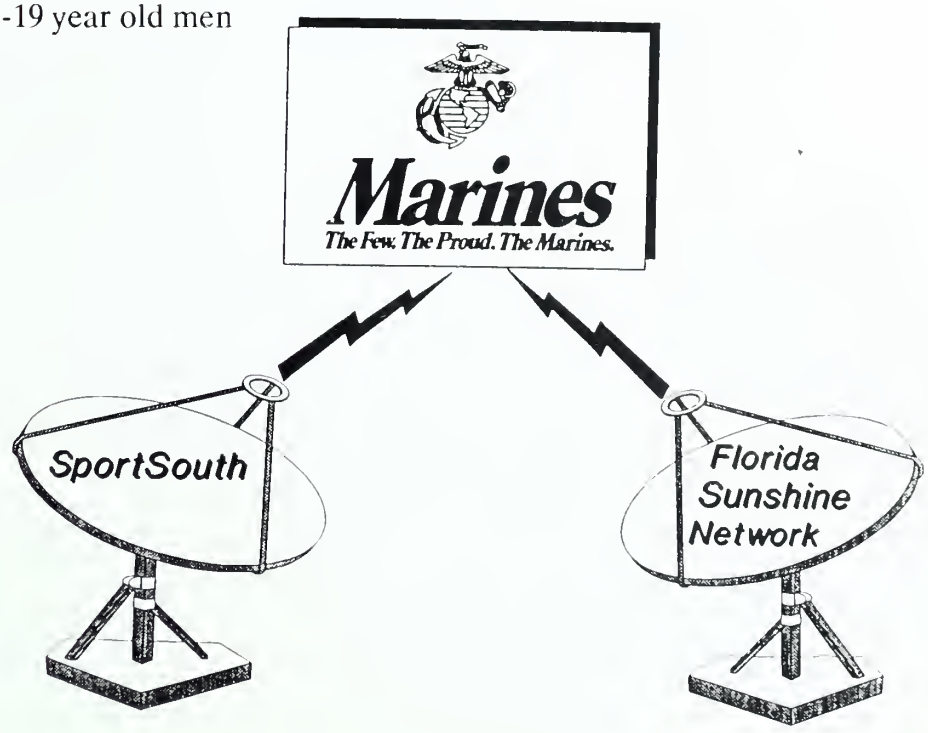
By Capt. Doug G. Olsen
6th Marine Corps District
Recruitment Advertising Officer

For the first time ever, the 6th District will be breaking into the cable TV market. Although we are gaining significant ground in cable TV public service announcements (PSAs), there is no guarantee that our PSAs will air during peak viewing hours of our target market. Therefore, we will be kicking off an aggressive cable TV ad buy this month lasting through March on both the Florida Sunshine and SportSouth networks which blanket the entire District.

Why cable and sports programming? Some interesting facts: among 16-19 year old men in the District who say they recall a Marine ad, 87% say they saw it on TV; television remains the highest impact medium through sight, sound and motion; cable TV is available to over 80 percent of all homes in the District; what does our market watch? Sports, sports and more sports.

Both SportSouth and the Florida Sunshine Network provide live and exclusive coverage of many local, regional, and national sports events to the region's cable subscribers. During the cable ad campaign, we will be airing our dynamic 30 second "Chess" spot at least once daily to over 2,000,000 viewers. This should increase awareness of the Corps significantly among the men and women who watch either SportSouth or Florida Sunshine programs.

Your RS Public Affairs/Advertising NCOs will be providing you with schedules of when our "Chess" spot will be aired on either cable network. Additionally for January, national network TV ads will be running, and direct mail going to our male high school seniors. Finally, the District will be finishing up our holiday theater advertising campaign during January.



Recruiter Honor Roll

6 Contracts

*Sgt. A.V. Meynier, III, RSS Anniston, Ala.
Sgt. J.C. Burr, RSS Columbia, S.C.

5 Contracts

GySgt. A. Nolan, RSS Jackson, Tenn.
*SSgt. J.J. Tedesco, Jr., RSS Gainesville, Ga.
Sgt. F.L. Floyd, RSS Augusta, Ga.
*Sgt. C.J. Burke, RSS Wilmington, N.C.
*Sgt. C.H. Shaeffer, Jr., RSS Rocky Mount, N.C.
Sgt. R.W. Stephens, RSS Burlington, N.C.
Sgt. J. Smith, RSS Brandon, Fla.
Sgt. B. Hardy, RSS Lakeland, Fla.
*Sgt. D. Scott, RSS Gainsville, Fla.
Sgt. J. Schwalback, RSS Daytona Beach, Fla.

4 Contracts

SSgt. J. Wiser, RSS Albany, Ga.
SSgt. E.F. Porter, RSS Fort Lauderdale, Fla.
SSgt. D. Farren, RSS Sanford, Fla.
SSgt. L.S. Waligorski, RSS Greenville, S.C.
SSgt. A.H. Schwankert, RSS Spartanburg, S.C.
SSgt. B.J. McNamara, RSS Spartanburg, S.C.
Sgt. K. Nickmeyer, RSS Jacksonville, Fla.
Sgt. W. Kahan, RSS Jacksonville, Fla.
Sgt. Luis Pineiro, Jr., RSS Hialeah, Fla.
Sgt. B. Jefries, RSS Cocoa, Fla.
Sgt. J. Berry, RSS Johnson City, Fla.
Sgt. J.T. Allan, RSS Kennesaw, Ga.
Sgt. D.K. Rogers, RSS Dothan, Ala.

***Denotes Recruiter of the Month**

Parris Island Honor Graduates

Plt. 1114

PFC B.S. Comey, Mecklenburg, N.C.
Recruiter-Sgt. J.D. Moses

Plt. 1301

LCpl. J.C. Howard, Union, S.C.
Recruiter--Sgt. C. Jennings

Platoon Honorman--*PFC Jack A. Elisar, Jr. salutes Col. Edward L. Trainor during his graduation ceremony Jan. 3. Elisar was recruited by Sgt. David Devos from Madison, Tenn. (photo by Cpl. D. M. Keegan)*

Plt. 2121

LCpl. S.P. Connolly, Levy, Fla.
Recruiter--Sgt. A.J. Griffiths

Plt. 2124

PFC M.D. Ing, Asheville, N.C.
Recruiter--Sgt. R.D. Sumner, Jr.

Plt. 2125

PFC J.L. Benson, Shelby, Ala.
Recruiter--Sgt. R. Blackwell

Plt. 2126

PFC T.L. Jones, Fayetteville, Ga.
Recruiter--Sgt. R.E. Bolden

Plt. 3120

LCpl. D.L. Douglas, Nashville, Tenn.
Recruiter--SSgt. D. Norton

Plt. 3122

PFC R.A. Sawyer, Escambia, Fla.
Recruiter--Sgt. F.J. Leonard

Recruiter of the Month

RS Nashville

Sgt. Steve A. Hatmaker of **RSS Nashville, Tenn.** wrote **three** contracts.

"I took full advantage of the pool program."

Primary MOS:	Legal Service Specialist
Hometown:	Clinton, Tenn.
Family:	Wife Angie, Luke, 19 months

RS Macon

SSgt. James J. Tedesco of **RSS Gainesville, Ga.** wrote **five** contracts, had quality high school work and three female NROTC submissions.

"It was simply a reflection of the team I'm on."

Primary MOS:	Small Unit Leader
Hometown:	Pittsburgh, Pa.
Family:	Wife Charlotte, Christina, 11, Toni, 10, James, 9, Joseph, 8

RS Raleigh

Sgt. Clyde H. Shaeffer, Jr. of **RSS Rocky Mount, N.C.** and **Sgt. Christopher J. Burke** of **RSS Wilmington** tied with **five** contracts each.

"Working my high school program and pool program was very effective," said Shaeffer.

Primary MOS:	Referigeration/Air Conditioning Mechanic
Hometown:	Stewartstown, Pa.
Family:	Single

"Hard work and aggressive persistence paid off," said Burke.

Primary MOS:	Aviation Supply
Hometown:	Plainfield, Ill.
Family:	Wife Soraya

RS Orlando

***Sgt. Joseph A. Nesci** of **RSS St. Petersburg, Fla.** netted **five** contracts.

"The needs of the RS motivated me to overachieve."

Primary MOS:	Aviation Meterological Tech.
Hometown:	New Hartford, N.Y.
Family:	Wife Karen

RS Montgomery

Sgt. Alfred V. Meynier, III of **RSS Anniston, Ala.** captured the title, netting **six** contracts.

" Consistency was my key"

Primary MOS:	Electrician Journeyman
Hometown:	Biloxi, Miss.
Family:	Wife Tonya, Alfred IV, 8, Skylea, 2

RS Jacksonville

Sgt. David Scott of **RSS Gainsville, Fla.** closed with **five** contracts .

"Aggressively working the DEP while mastering sales skills."

Primary MOS:	Combat Tank Repairman
Hometown:	Gainsville, Fla.
Family:	Wife Linda

RS Ft. Lauderdale

SSgt. Carlos A. Henriquez of **RSS South Dade, Fla.** had **two** contracts.

"Continuously doing a good job rewards you in the long run"

Primary MOS:	Aircraft Mechanic
Hometown:	Hialeah, Fla.
Family:	Wife Katrina, Andre, 5

**Sgt. Joseph A. Nesci is RS Orlando Recruiter of the Quarter.*

FLARE

UNIVERSITY OF FLORIDA
3 1262 09685 1406